

NEXTEL® Corporate Rate Plans

Discounted rates for: **State of California**

Customer Discount Level: **10%** Prices below include discounts

Performance Plans					
Monthly Access Rate	250	600	1000	1500	2000
Digital Cellular plus 50 Direct Connect minutes	\$35.99	\$49.49	\$76.49	\$112.49	\$148.49
Digital Cellular plus Unlimited Private Call (UPC)	\$53.99	\$62.99	\$89.99	\$125.99	\$161.99
Digital Cellular, UPC, and 250 Group minutes	\$67.49	\$71.99	\$98.99	\$134.99	\$170.99
Digital Cellular, UPC, and 750 Group call minutes	\$80.99	\$85.49	\$112.49	\$148.49	\$184.49
Digital Cellular					
Included Airtime	250	600	1000	1500	2000
Additional Minutes	\$0.30	\$0.25	\$0.18	\$0.15	\$0.15
Domestic long distance, per minut	\$0.15	\$0.15	\$0.15	\$0.15	\$0.15
Unlimited domestic long distance	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00
Nextel Direct Connect®					
Additional Minutes	\$0.15	\$0.15	\$0.15	\$0.15	\$0.15

Basic Plans	250	500	UPC
Monthly Access Rate	\$31.50	\$49.50	\$45.00
Nextel Direct Connect®			
Included Airtime	250	500	Unlimited
Additional Minutes	\$0.12	\$0.12	Private
Group minutes, UPC plan	n/a	n/a	\$0.10
Group Call add-ons for UPC:			
250 Group minutes, additional monthly access	n/a	n/a	\$10.00
750 Group minutes, additional monthly access	n/a	n/a	\$25.00
Additional minutes after add-on group minutes	n/a	n/a	\$0.15
Digital Cellular			
Airtime, per minute	\$0.30	\$0.30	\$0.30
Domestic long distance, per minute	\$0.15	\$0.15	\$0.15

Account Advantage Plan					
Monthly Access					
based on number of units:	Integrated	UPC	UPC plus 250 Group	UPC plus 750 Group	
The State of California will receive the highest discounted tier. The pricing tier starts at the 10,000 unit level listed below					
10,000 or more	\$13.50	\$40.50	\$49.50	\$63.00	
Account Advantage access tiers are based on the total number of units in the account, nationwide, including units active on Performance or Basic plans.					
Digital Cellular:					
Included minutes					-0-
Airtime, per minute					\$0.18
Domestic long distance, per minute					\$0.15
Nextel Direct Connect®					
Integrated plan:					
Included minutes					50
Additional minutes					\$0.15
UPC – Unlimited private call plans:					
Group minutes					\$0.15

Enhanced Services	
Text and Numeric Paging	
Numeric Pages	Unlimited
Text Pages	
Pay-as-you-go plan	\$0.10/page
100 Text Pages	\$3.00
300 Text Pages	\$5.00
1,000 Text Pages	\$9.00
Operator Assisted Paging	\$0.50/page
Voice Mail	\$3.00/month
Caller ID*	\$3.00/month
Enhanced Service Value Pack	
Voice Mail, Caller ID & 100 Text Pages	\$6.00/month
Call Hold, Call Waiting, 3-Way	No Charge
Call Forward†	\$0.10/minute
1,000 Weekend Minutes	\$10.00/month
Additional Line (not available on Basic Plans)	
No included mins., \$0.25/min.	\$10.00/month
250 included mins., \$0.10/add'l min.	\$25.00/month
* Caller ID may not be available in all areas.	
† Does not apply to calls forwarded to Nextel Voice Mail.	

Pricing Details

Nextel National Network	Guaranteed all-digital cellular. No roaming charges.
Digital Cellular	All digital cellular calls are rounded to the nearest second after the first minute. Airtime is pooled among "like" corporate account plans on the same account.
Nextel Direct Connect SM	A fraction of the cost of traditional cellular. Nextel Direct Connect SM airtime is pooled among corporate account units on the same account. Call duration is rounded to the next second. Call initiator is billed for the call. Group call duration is timed and multiplied by the number of participants involved in the call.
Long Distance	Long distance charge for calls within the continental U.S. is \$0.15 per minute in addition to listed digital cellular airtime rates. All calls placed to, from, or within Canada are billed at a flat rate of \$0.12/minute plus airtime. Calls other than to the U.S. and Canada are billed at the current international calling rate.
Text and Numeric Paging	Each numeric page can contain up to 20 characters. Each text page can contain up to 140 characters. Text pages are pooled among "like" text messaging plans on the same account. Paging delivery options include sending pages via voice mail, e-mail and the web at www.nextel.com
Voice Mail and Digital Cellular Features	Digital cellular features include Call Hold, Call Waiting, Call Forwarding and 3-Way. All calls made to Nextel Voice Mail from a Nextel phone are billed at listed digital cellular rates.
Caller ID	Screen your calls and manage costs for one low price per month. Per-Call Blocking and Per-Line Blocking are available for all Nextel customers.



National Business Plans

Rates below are discounted in accordance to contract

National Business Plans					
Monthly Access Rate	400	600	1000	1400	2000
• Digital Cellular plus Unlimited Private Call (UPC)	\$62.96	\$80.96	\$116.96	\$143.96	\$179.96
• Digital Cellular, UPC, and 250 Group minutes	\$71.96	\$89.96	\$125.96	\$152.96	\$188.96
• Digital Cellular, UPC, and 750 Group call minutes	\$85.46	\$103.46	\$139.46	\$166.46	\$202.46
Digital Cellular					
Included Airtime	400	600	1000	1400	2000
Additional Minutes	\$0.30	\$0.25	\$0.18	\$0.15	\$0.15
Domestic long distance, per minut	included	included	included	included	included
Caller ID	included	included	included	included	included
Nextel Direct Connect®					
Additional Minutes	\$0.15	\$0.15	\$0.15	\$0.15	\$0.15

Enhanced Services

Text and Numeric Paging

Numeric Pages	Unlimited
Text Pages	
Pay-as-you-go plan	\$0.10/page
100 Text Pages	\$3.00
300 Text Pages	\$5.00
1,000 Text Pages	\$9.00
Operator Assisted Paging	\$0.50/page

Voice Mail \$3.00/month

Two-for-One Promotion

Voice Mail & 100 Text Pages \$3.00/month

Call Hold, Call Waiting, 3-Way No Charge

Call Forward† \$0.10/minute

1,000 Weekend Minutes \$10.00/month

Additional Line (not available on Basic Plans)

No included mins., \$0.25/min.	\$10.00/month
250 included mins., \$0.10/add'l min.	\$25.00/month

* Caller ID may not be available in all areas.

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Pricing Details

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Caller ID	Screen your calls and manage costs for one low price per month. Per-Call Blocking and Per-Line Blocking are available for all Nextel customers.

NATIONAL PHONE KITS						
Pricing and Packages						
Updated: Sept. 27, 2000						
Model	Package				Suggested Retail Price	State of Cal. rates
	Battery	Charger	Holster	Other		
i2000 New Integrated Portable H35UAH9JR7AN	Slim Lithium 500mAh (ntn8615)	Travel charger (npn6197)		UK Adapter (syn7456) SIM Card (ntn9123)	\$249	\$199.20
i1000plus New Integrated Portable H26UAH6RR7AN	Standard Lithium 900mAh (ntn8614)	Travel charger (npn6197)	Plastic Holster (ntn8657)		\$199	\$159.20
i700plus New Integrated Portable Black H29UAH6RR5AN	Standard NiMh 1500mAh (ntn8971)	Standard Travel Charger (spn4474)	Plastic Swivel Holster (ntn9152)	Standard Battery Door (ntn8973)	\$149	\$119.20
i500plus New Integrated Portable H27UAH6RR5AN	Standard NiMh 1500mAh (ntn8971)	Standard Travel Charger (spn4474)		Standard Battery Door (ntn8973)	\$99	\$79.20
r470 Intrinsically Safe H13UAH6RR7BF	Intrinsically Safe Hi-cap NiMH1300m Ah (ntn8754)	Rapid Charger (ntn8103)			\$725	\$580
c370 Base Station Integrated H1648A				Handset, external speaker, installation kit, wiring. Does NOT include installation, power supply, and antenna.	\$699	\$559.20
i550 plus New Integrated Portable H36UAH6RR5_N N2042_NEX (replaces the i500+)	Standard NiMh 1500mAh (ntn8971)	Standard Travel Charger (spn4474)		Standard Battery Door (ntn8973)	\$99	\$79.20

Nextel Communications Information

State of California and Nextel have negotiated an agreement to offer State of California agencies and employees the best possible service and equipment pricing.

About Nextel Communications

Nextel is the nation's leading provider of integrated wireless communications with the country's largest guaranteed all-digital wireless network, offering an integrated package of services in thousands of communities, where 190 million people live or work. Nextel coverage is in 94 of the top 100 markets in the U.S. The company is focused on providing business customers the ability to stay in touch by combining the power of digital cellular communications with the convenience of push-to-talk two-way radio or Nextel Direct Connectsm service, text and numeric paging, and voice mail into a single phone. This integration of services maximizes the customer's business productivity, as well as enhancing his personal security and convenience.

The Nextel Solution

Nextel can meet State of California wireless requirements better than its competitors. Nextel all offers the features of PCS and cellular, but in addition to provides the unique radio feature, Nextel Direct Connectsm and Packet and Circuit Data all in a single integrated handset. With State of California emphasis on teamwork, this feature is the perfect tool. It allows members of a workgroup in a given dispatch service area to be in constant, instant touch with one another. With the touch of one button they can talk with their fellow workers to discuss an issue of common concern. It is "groupware" in wireless communications. Also, private calls can also be made to any member of the group. In informal surveys of large companies Nextel has found that 40% to 70% of the cellular calls are made to other employees of the same company. More than likely, the same statistics would be true of State of California users. In addition to the advantage of instant contact, these Nextel Direct Connectsm calls are typically less expensive than cellular calls, which means a significant cost savings for State of California.

Contacts: www.nextel.com

Corporate Account Customer Care:	800-390-9545
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John Salamida	Manager, Corporate Accounts	925-279-2527
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Amy Ovlen	Corporate Account Support	925-279-2526
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Corporate Collections and billing:	Wendy Moody	720-206-2669
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Nextel Equipment offered:

* Prices are negotiated discount off SRP. If there is a promotional price in any market that is more attractive than the prices listed, you can choose to use that price less 3%.

i1000plus

State of California price:\$159.20
(Price reflects discount)

The *i1000plus* is Nextel's top of the line offering for the mobile professional. This unit is smaller, lighter and more elegant than the other Nextel handsets, perfectly suited for all business users

i1000plus Distinctive Features are:

- Programming Menu Changes
- Combined Phone Number and Private ID List Programming
- Automatic Cursor Movement
- Missed Call Indicator
- Recall Last 10 Calls Received/Sent
- Quickstore of Phone Numbers and Private ID's
- Turbo Dial
- Speakerphone
- Consolidate Directory Programming
- Name & Number Display
- User Selectable Phone Only Mode
- Selectable Ring Styles
- Vibration Alert
- Additional Line Service
- Selectable Languages
- Display Own Phone #
- Display Own Private ID
- Any Phone Key Answer
- Emergency Dialing
- 3 Way Calling
- Learned Bandmap Roaming

i700plus

State of California\$143.20
(Price reflects discount)

The *i700plus* handset offers a feature-packed phone, including readiness for data services, with the durability to meet military standards.

Distinctive Features:

- Longer Battery Life
 - 240 mins. talktime
 - 65 hrs. standby
- Turbo Dial – One Touch Dialing
- VibraCall
- Quickstore Private ID's / Phone Numbers
- Missed Call Indicator
- Last 10 Numbers Sent / Received Call List
- Consolidated directories
- Power-up Display Message
 - Data Options
 - Circuit / Packet Data

Browser
Rugged Construction
Military Specifications on Durability
Dimensions: 6.2" x 2.3" x 1.6"
Weight: 10.3 oz

i500plus

State of California \$79.20
(Price reflects discount)

The *i500plus* is another data capable unit in the Nextel product line.

Distinctive Features:
Longer Battery Life
 240 mins. talktime
 65 hrs. standby
Quickstore Private ID's / Phone Numbers
Last 10 Numbers Sent / Received Call List
Consolidated directories
Power-up Display Message
Data Options
 Circuit / Packet Data
 Browser

i2000plus Worldwide

State of California\$199.20
(Price reflects discount)

New Features:
800 MHz iDEN and 900 MHz GSM
SIM Card / Clone and Fraud Protection
Speakerphone (iDEN and GSM)
Emergency Dialing
Phone Book (up to 255 names)
Call Baring
"+" Dialing
Pause Dialing
Turbo Dialing
Quickstore of Private ID's / Phone Numbers
Last 10 Sent / Received Call List

Accessories: See www.nextel.com for details

Slim Lithium Battery
Desktop Dual Pocket Charger
Cigarette Lighter Adaptor
Soft Install Car Kit
Audio Adapter with various Earpieces and Headsets
High Capacity Batteries
Leather Carry Cases
Belt Clips
Hands Free Car AdapterHard Install Car Kit (future)

Corporate Service Plans:

- If there is a local service rate plan that better fit your needs, State of California can take an additional 3% off.
- **SEE DETAILS OF PLANS BELOW**

Performance Plans	250	600	1000	1500	2000
Monthly Access Rate					
• Digital Cellular plus 50 Direct Connect minutes	\$35.99	\$49.49	\$76.49	\$112.49	\$148.49
• Digital Cellular plus Unlimited Private Call (UPC)	\$53.99	\$62.99	\$89.99	\$125.99	\$161.99
Digital Cellular					
Included Airtime	250	600	1000	1500	2000
Additional Minutes	\$0.30	\$0.25	\$0.18	\$0.15	\$0.15
Long Distance, per minute	\$0.15	\$0.15	\$0.15	\$0.15	\$0.15
Nextel Direct Connect®					
Additional Minutes	\$0.15	\$0.15	\$0.15	\$0.15	\$0.15

Basic Plans	250	500	UPC
Monthly Access Rate	\$31.50	\$49.50	\$45.00
Nextel Direct Connect®			
Included Airtime	250	500	Unlimited
Additional Minutes	\$0.12	\$0.12	Private
Group Call add-ons for UPC:			
Digital Cellular			
Airtime, per minute	\$0.30	\$0.30	\$0.30
Long distance, per minute	\$0.15	\$0.15	\$0.15

Rate Plan:	Access Charge:	Cellular	Direct Connect:
Account Advantage +	\$13.50	\$0.18 per minute	50 pooled minutes inc.

Plan Details:

Performance Plans

The Performance Plans are a combination of cellular, paging and radio minutes available in every market in the US. Most of your phone will use these plans. The number indicated in the plan name (i.e. 250, 600) refers to the cellular minutes included.

- These minutes will pool with like plans within your bill structure.
- You should find this very cost effective and an easy way to manage your cellular account.
- The cellular minutes with Nextel are billed by the second after the first minute. This will increase your minutes by about 20%.
- Unlimited long Distance can be added for \$10.

Direct Connect is the Nextel term for radio communications between State of California Nextel units. This is a very effective tool for internal communications at a reduced cost.

- All plans come with 50 pooled minutes of Direct Connect.
- Direct Connect is billed by the second when you are talking on the radio.
- UPC (Unlimited Private Call) can be added to any plan if needed.

Caller ID, Voicemail and 100 text pages included at no cost.

Basic Plans

The basic plans are designed for Radio users with little or no cellular needs.

- Numbers in plan name indicate the Direct Connect minutes included. (i.e. 250, 500)
- Direct Connect minutes will pool with all other basic plans within your bill structure.
- Cellular can be restricted with only 911.
- Cellular minutes are billed by the minute.

Caller ID, Voicemail and 100 text pages included at no cost.

Account Advantage +

The Account Advantage Plans are a low cost, solution for limited radio and cellular access.

- 50 minutes pooled radio with like plans.
- Pay as you go cellular at .18 per minute, billed by the second.

Caller ID, Voicemail and 100 text pages included at no cost.